Commonwealth of Virginia Appalachian Regional Commission

20 Funding Strategy and Request for Proposals

DHCD

Virginia Department of Housing and Community Development

The Jackson Center • 501 North Second Street • Richmond, VA 23219

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PROGRAM AND CONTACT INFORMATION

The Appalachian Regional Commission, or ARC, is an independent Federal agency created through the Appalachian Regional Development Act of 1965. ARC's mission is to be an advocate for and partner with the people of Appalachia to create opportunities for self-sustaining economic development and improved quality of life.

Virginia is one of thirteen states in the ARC region. The Appalachian Regional Commission programs, other than the Highway program, are administered in the Commonwealth of Virginia by the Virginia Department of Housing and Community Development. The Virginia ARC Program is managed by:

William C. Shelton

Director ARC State Alternate

Todd M. Christensen

Deputy Director ARC Program Manager

Contacts for the 2008 Area Development Program Competition:

Denise Ambrose

Associate Director (804) 371-7029 denise.ambrose@dhcd.virginia.gov

Chris Thompson

Program Manager (804) 371-7056 chris.thompson@dhcd.virginia.gov

In Virginia, twenty-three counties and seven independent cities are eligible for in the ARC program. These localities are as follows:

Counties

Alleghany County Bath County ♦ Bland County Botetourt County • Buchanan County Carroll County Craig County Dickenson County * Floyd County Giles County Grayson County **Highland County** Lee County Montgomery County □ Pulaski County Rockbridge County Russell County **Scott County** Smyth County □ Tazewell County Washington County Wise County □ Wythe County

Cities

City of Bristol
City of Buena Vista
City of Covington
City of Galax
City of Lexington
City of Norton
City of Radford

Virginia receives funding from the Appalachian Regional Commission on an annual basis and through special initiatives for distribution in these localities. Virginia prepares a State Strategy on an annual basis which guides its use of ARC funding.

☐ This County is designated as a At-Risk County by ARC

- This County is designated as an Attainment County by ARC
- ◆ This County is designated as a Competitive County by ARC

^{*} This County is designated as a Distressed County by ARC

ARC Area Development Proposal Submission Requirements

Five copies of 2008 proposals, **including** all relevant attachments, must be **received** or **postmarked** by 5:00 pm on Wednesday, September 26, 2007 at DHCD, 501 North 2nd Street, Richmond, VA 23219. For projects with large attachments such as Preliminary Engineering Reports, an applicant **may submit three copies** of such a document in lieu of copying for each of the five proposals.

All proposals must contain direct responses to all required items, must include a font size no smaller than 12 point, and must provide appropriately organized information in the form of complete sentences and paragraphs and well-organized charts and tables. All proposals must be printed on or be printable on standard paper (8 ½" x 11", 8 ½" x 14", or 11" x 17") and be singlesided. All proposals should be assembled using a binder clip. Please do not assemble proposals using staples, 3-ring notebooks, or other forms of binding. Questions arising during preparation of RFP responses should be directed to one of the above contacts. This RFP format will be available in hard copy from VDHCD and via the VDHCD web page (www.dhcd.virginia.gov).

Applications must be assembled in the order that is shown in the RFP guidelines, according to sections. Please do not use tabs when assembling applications.

Pages must be numbered for the entire application (to include attachments, budget forms, and so forth). Pages should be numbered continuously throughout the application; do not restart numbering at the beginning of new sections.

Required Match

All Area Development assistance must be matched dollar for dollar with local (non-Federal, non-State) funding, except in the following localities:

- Bath County Must provide 70% match for 30% ARC AD
- Dickenson County Must provide 20% match for 80% ARC AD

ARC Resources

Applicants are encouraged to visit the ARC website at: www.arc.gov. This site contains numerous data sets, research reports, and links to other sources of information.

CONSTRUCTION PROJECT PROPOSALS INSTRUCTIONS FOR COMPLETION OF REQUIRED PROPOSAL ELEMENTS

All applications must be assembled in the following order. Please use section dividers. All proposals should be assembled using a **binder clip**. Please do not assemble proposals using staples, 3-ring notebooks, or other forms of binding.

Section 1 – Cover Sheet

Project Name

Applicant Contact Information

Person Who Prepared this Application

Project Location

Census Tracts Served

Project Funding Summary

DUNS NUMBER

Section 2 – Project Proposal Summary

Using the enclosed template, please complete the Project Proposal Summary. This is limited to two-pages in length. Outputs/Outcome measures must include ones as appropriate from the listing in Appendix B for the relevant ARC Goal Area.

NOTE: The ARC Summary should be completed exactly as requested since it will be submitted to ARC. If it is completed incorrectly, you will be requested to revise it and this step could hold up the submittal of your project to ARC.

Section 3 – Project Narrative

Project Support of ARC Goals and Virginia's Objectives and Strategies:

Indicate which of the following four ARC Goals the proposed project will address: 1) Economic Development and Job Creation, 2) Health, Education, and Training, 3) Infrastructure, 4) Appalachian Development Highway System. While projects may address more than one ARC Goal, choose the one that most closely fits your project.

Further indicate the State Objective (there is one for each goal) to be addressed by the project. List the Strategies by number and write out the full Strategy (do not just provide the number). For example, in a project including extension of a water line to a neighborhood with severely contaminated wells, the ARC Goal

would be Goal 3: Infrastructure, the State Objective would be "Assist communities to provide and develop private investment leading to job creation or retention in distressed counties and that will address serious health/environmental compliance problems." Consult the draft 2008 Virginia ARC Annual Strategy for additional information on the Goals and Virginia's Objectives and Strategies.

Project Description and Products:

Briefly describe the activities to take place during the life of the proposed project for which you are seeking ARC resources. What is being built, expanded, or rehabilitated and where is it located? What groups of residents are to be assisted and through which programs (and describe each program)? How many jobs will be created or how many persons will receive a new or improved service, such as water service, sewer service, employment, or health care? Describe the work to be accomplished and list project activities in quantifiable terms. [For example: installation of 4,800 linear feet of 10inch waterline to an industrial park and installation of 150,000-gallon elevated storage tank.] Include work to be done with non-ARC funds as well as with ARC funds. All applicants must complete an ARC Project Summary per the guidelines in Appendix C and include this Summary in Section #2. **Applicants must include Preliminary Engineering Reports and similar** documents in Section #4.

Consult Appendix B for examples of project products (outputs). Output

measures must be selected from this list. Additional outputs may be listed, however, each project must select outputs noted in Appendix B. Outputs must be listed using specific and absolute numbers. Percentages may be used to supplement the application, but quantifiable figures MUST be used.

Project Outcomes and Challenges / Issues to be Addressed:

Indicate the NEED for the project, specifying both the need for ARC resources as well as the problem(s) the project will address. Describe the challenge, issue, or asset you are seeking funds for and how implementation of this project will address this. In addressing the need for ARC resources, discuss why ARC funding is being sought in lieu of other funding. In addressing project needs, discuss any relevant data derived on plans, studies, statistics, or engineering reports. The sources of such data should be cited (title, date, page numbers). Explain how the proposed project would fill a void in current services or programs. Detail the specific long-term benefits, or outcomes, of this project. Diversification of the local economy and reduction of out-commuting are examples of possible outcomes of a project that includes utility extensions to help an industry locate in a particular market. Consult Appendix B for examples of project outcomes.

Performance Targets:

Create a three column table. In column one, provide the sequence of key events

and milestones in accomplishing the project (performance targets), including the identification of project and quantification of project benefits. In column two, provide the projected completion date for each performance

target. In column three, indicate the cost that corresponds with that particular milestone. For example:

Performance Target	Completion Date	Cost
1) User agreements and easements acquired	8/08	\$ 5,000
2) Plans and specifications prepared by engineer	er 10/08	\$ 12,000
3) Project bid, construction water lines	4/09	\$ 235,000
4) 40 households receive water connections	8/09	\$ 8,000

Project Beneficiaries:

Provide the number of persons to be served within two years of project completion and provide a discussion of the methodology used to derive this number. **Provide attachments in support of these beneficiary claims in this section**. As this number is used in scoring ARC proposals, DHCD reserves the right to make adjustments to claimed numbers or ask for supplemental information.

Relation to Other Local / Regional Activities:

Discuss how this project is related to other local / regional activities. Describe how the project meets priorities of local or regional economic development plans. Detail efforts to coordinate with other ongoing activities.

Project Location:

Indicate which locality (or localities) covered by project benefits and, where possible, the specific location to be impacted by the project as defined by place name, boundaries, building, or

other features. Provide a description of either: (a) the geographic area for services and benefits where clients are in relatively close proximity, or (b) the client service area when residency may be scattered over a wide area. Indicate if the county in which the project is located is an ARC Distressed County. The Virginia county with this status is Dickenson. Maps are required attachments for construction projects. Include all relevant maps in Section #3.

Census Tract Information:

Provide map of project service area with census information overlaid or provide list of all census tracts in service area. Census information should be from the 2000 Census. If your project only serves part of a Transitional County, be very clear about which census tracts are included.

Maps:

For all projects, provide a map within at least a 10-mile radius, clearly showing roads or appropriate service area; and for projects providing site improvements, a site map showing proposed

improvements, including affected or proposed buildings or facilities, water and sewer lines, water storage tanks, treatment plants, drainage improvements, access roads, location of assisted industry(ies) on site plan, etc.

ALL maps should be LEGIBLE and contain a scale which is clearly marked on the map.

Leveraged Private Investment:

Identify private sector commitments that follow as a result of the completion of this project. Estimates for the leveraged private investment and associated job impacts for a three-year period following the completion of this project should be included. Letters of commitments by private companies should be included. Leveraged private investment should not be confused with any direct private contribution to the ARC supported project funding (any funds that are actually a part of the project cost).

For example: Amount of private funds invested in relocation to the project area / region by Business X due to the installation of and access to telecommunications / fiber optics.

Readiness:

Explain how this project is ready to proceed. Why is now the appropriate time to undertake this effort? (Note: Projects should be approved by ARC by August of 2008.) The start date should be projected to be no earlier than August 1, 2008. What steps have been taken to get the applicant and its proposed beneficiaries ready for this project? If applicable, are user agreements, business

and operational plans, partnership agreements, property acquisition, etc... in place? Is there an appropriate level of energy and degree of will among the organization and its partners to see this effort through to completion?

Capacity:

Provide the names and profiles of the individuals who will be responsible for delivering the project's services or carrying out implementation. Provide the name and profile of the individual with the most project responsibility first, followed by information on the person with the next highest level of responsibility, and continue in this order until all relevant individuals have been identified. Identify the skills, knowledge, and attributes each individual possesses and the value these provide to the overall project effort. Provide information, where applicable, on how the different attributes of the different individuals may be complementary. Identify any roles which have not yet been filled.

Sustainability:

Discuss the plans for the continuation of the project following initial ARC funding. If the project is part of a phased development effort, indicate future sources of funding, including the current state of commitment, and strategies for achieving the total development effort. If the project is not part of a phased development effort, indicate how activities will be continued into the future, identify key participants, and describe the process that will be used to achieve long-term sustainability, especially financial sustainability. If this project is a one-time construction

project, such as a workforce training center, discuss the sources of revenues that will support the long-term operation, maintenance, and debt service (if applicable) of the new project.

Operational plans, staffing and business plans, and other documentation that demonstrates the long-term viability must be included.

Letters of Benefit Commitment:

Include letters and other documentation in support of the beneficiary levels claimed in the text of the RFP response. For example, a letter from an enterprise committing a specific number of jobs and investment over a specified time period OR documentation summarizing survey information detailing the number of people who will benefit from a water line extension or other improvement.

Section 4 – Budget Information

Cost Summary:

Enter the amount of resources to be included in this project, preferably in simple table form. Up to \$500,000 per project is available for construction projects. Specify the amounts for each of the following categories and the percentage of the total project cost each represents:

- ARC,
- Local/Applicant,
- Other Federal, State, Private, and
- Non-Profit/Other.

In this table, add the amounts in these categories to develop a Total figure and add the percentages to arrive at 100%. THESE AMOUNTS, SOURCES, AND PERCENTAGES SHOULD BE IDENTICAL TO THOSE LISTED IN OTHER SECTIONS OF THE RFP RESPONSE. A sample table is as follows:

Source	<u>Amount</u>	<u>Percentage</u>
ARC	\$ 400,000	40%
Local/Applicant	\$ 150,000	15%
Other Federal	\$ 350,000	35%
<u>Private</u>	\$ 100,000	<u>10%</u>
TOTAL	\$1,000,000	100%

Status of Other Funds:

Indicate the current status of all non-ARC funds to be used on the project. List the general categories from Cost Summary (above) and the specific funding sources under these categories. SPECIFY THE AMOUNT ANTICIPATED FROM EACH SPECIFIC SOURCE. Provide information, where applicable, on the project's position within the funding cycles of each source, the anticipated timing for release of each source of funding, the level of funding commitment received to date (firm; not contingent on future approval), and adequate, specific supporting documentation (recent letters, contracts, or resolutions). Letters of commitment and other

documentation of other funding should be included in this section.

Project Budget:

Using the Construction budget forms from Appendix D as a guide, construct a project budget. The budget should show the costs, relative to each funding source, of each activity and activity component (engineering, construction, and so on). Budgets for equipment projects must include a list of the equipment and cost by item. Include budget as page in proposal.

Derivation of Costs / Budget Narrative:

Detail the methodology used to determine each amount listed in the

project budget. List each activity and activity component, their related cost estimates, and the quantities, line items, and/or unit costs which provide the basis for these estimates. Identify the information sources and/or methodologies used to generate these cost estimates and give the dates that the estimates were developed.

Documentation from these information sources in support of the cost estimates should be included. Costs will be reviewed for reasonableness. If there are site conditions or other factors exerting upward pressure on your costs, please explain.

An example of this derivation:

<u>Activity</u>	Total <u>Costs</u>	ARC <u>Amount</u>	Source Date
<u>Sewer</u> 1) 9,000 L.F. of 8" gravity sewer line @ \$50/L.F	\$450,000	\$225,000	PER 6/1/07
2) 5,000 L.F. of 2 " force main @ \$16/L.F.	\$80,000	\$ 40,000	PER 6/1/07
3) 4,175 L.F. of 6" service laterals @ \$20/L.F.	\$83,500	\$0	PER 6/1/07
4) 2 pump stations @ \$30,000 ea.	\$60,000	\$30,000	PER 7/1/07

Proposed Basic Federal Administering Agency and Approval Status:

Identify the proposed Basic Federal Administering Agency and the status of that agency's approval of this project, specifically whether a pre-application or application was submitted and whether that application was approved. (Basic Agency applies to construction projects.) If there is any additional pertinent status information, disclose it here.

Applicants must provide a copy of their proposal to the local Planning District Commission, and proof that it

was provided must be included.

Applicants should also coordinate the development of project with the PDC early in the process.

Letters of Non-ARC Funding Commitment:

Letters, or other documentation showing a clear level of commitment of non-ARC resources from the entities responsible for providing such funding. If such commitment is contingent on board approval, then a copy of the resolution from the board should be included. If funding has not yet been awarded, list

status of application/negotiations and projected date of award receipt.

Cost Documentation/ Preliminary Engineering Report:

Include excerpts and analyses from appropriate sources for cost information, such as Preliminary Engineering Reports, Preliminary Architectural Studies, etc. In absence of formal PERs or other such reports, provide documentation such as a breakout of the costs for improvements listed on engineering firm letterhead. Similar documentation is appropriate, provided it originates from other reputable, objective, and independent sources.

Submittal to Planning District Commission:

A copy (or working draft) of a proposal should be submitted to the PDC PRIOR TO submittal to DHCD so that the PDC may provide the applicant with input if appropriate. This should be submitted to the PDC no later than September 14, 2007. Include documentation that the proposal was submitted to the local Planning District Commission, such as a copy of a cover letter. Although PDC approval of these proposals is not required, include any correspondence received from the Planning District Commission following their review.

Lenowisco PDC

Mr. Ronald C. Flanary 6913 Duff-Patt Road P.O. Box 366 Duffield, Virginia 24244 Phone: (276) 431-2206

Cumberland Plateau PDC

Mr. Jim Baldwin P.O. Box 548 Lebanon, Virginia 24266 Phone: (276) 889-1778

Mount Rogers PDC

Mr. David Barrett 1021 Terrace Drive Marion, Virginia 24354 Phone: (276) 783-5103

New River Valley PDC

Mr. David Rundgren 6580 Valley Center Drive P. O. Box 21 Radford, Virginia 24141 Phone: (540) 639-9313

Roanoke Valley-Alleghany PDC

Mr. Wayne Strickland P. O. Box 2569 Roanoke, Virginia 24010 Phone: (540) 343-4417

Central Shenandoah PDC

Mr. A. Ray Griffith, Jr. 112 MacTanly Place Staunton, Virginia 24401 Phone: (540) 885-5174

Non-Construction Project Proposals Instructions for Completion of Required Proposal Elements

All applications must be assembled in the following order. Please use section dividers. All proposals should be assembled using a **binder clip**. Please do not assemble proposals using staples, 3-ring notebooks, or other forms of binding.

Section 1 – Cover Sheet

Project Name

Applicant Contact Information

Person Who Prepared this Application

Project Location

Census Tracts Served

Project Funding Summary

DUNS NUMBER

Section 2 – Project Proposal Summary

Using the enclosed template, please complete the Project Proposal Summary. This is limited to two-pages in length. Outputs/Outcome measures must include ones as appropriate from the listing in

Appendix B for the relevant ARC Goal Area.

NOTE: The ARC Summary should be completed exactly as requested since it will be submitted to ARC. If it is completed incorrectly, you will be requested to revise it and this step could hold up the submittal of your project to ARC.

Section 3 – Project Narrative

Project Support of ARC Goals and Virginia's Objectives and Strategies:

Indicate which of the following four ARC Goals the proposed project will address: 1) Economic Development and Job Creation, 2) Health, Education, and Training, 3) Infrastructure, 4) Appalachian Development Highway System. While projects may address more than one ARC Goal, choose the one that most closely fits your project.

Further indicate the State Objective (there is one for each goal) to be addressed by the project. List the Strategies by number and write out the full Strategy (do not just provide the number). For example, in a project

including creation of a workforce training program for a needed degree program, the ARC Goal would be Goal 2: Health, Education, and Training, and the State Objective would be "2.6 Implement work force readiness programs that will ensure students are given the necessary skills to enable them to find and hold jobs." Consult the draft 2008 Virginia ARC Annual Strategy for additional information on the Goals and Virginia's Objectives and Strategies.

Project Description and Products:

Briefly describe the activities to take place during the life of the proposed project for which you are seeking ARC resources. What is being built, expanded, or rehabilitated and where is it located? What groups of residents are to be assisted and through which programs (and describe each program)? How many jobs will be created or how many persons will receive a new or improved service, such as water service, sewer service, employment, or health care? Describe the work to be accomplished in concise layman's terms and list project activities in quantifiable terms. (For example: provision of at least 4 classroom and 4 individualized follow-up training sessions in business development to approximately 20 entrepreneurs). Include services or equipment to be provided with non-ARC funds as well as with ARC funds. Consult Appendix B for examples of project products (outputs). All applicants must complete an ARC **Project Summary per the guidelines in** Appendix C and include this summary in Section #2.

Consult Appendix B for examples of project products (outputs). Output measures must be selected from this list. Additional outputs may be listed, however, each project must select outputs noted in Appendix B. Outputs must be listed using specific and absolute numbers. Percentages may be used to supplement the application, but quantifiable figures SHOULD be used.

Project Outcomes and Challenges / Issues to be Addressed:

Indicate the NEED for the project, specifying both the need for ARC resources as well as the problem(s) the project will address. Describe the challenge, issue, or asset you are seeking funds for and how implementation of this project will address this. In addressing the need for ARC resources, discuss why ARC funding is being sought in lieu of other funding. In addressing project needs, discuss any relevant data derived on plans, studies, statistics, or engineering reports. The sources of such data should be cited (title, date, page numbers). Explain how the proposed project would fill a void in current services or programs. Detail the specific long-term benefits, or outcomes, of this project. Diversification of the local economy and reduction of out-commuting are examples of possible outcomes of a project that includes utility extensions to help an industry locate in a particular market.

Consult Appendix B for examples of project Outcomes. Outcome measures must be selected from this list. Additional outcomes may be listed,

however, each project must select outcomes noted in Appendix B. Outcomes must be listed using specific and absolute numbers. Percentages may be used to supplement the application, but quantifiable figures SHOULD be used.

Performance Targets:

Create a two column table. In column one, provide the sequence of key events

and milestones in accomplishing the project (performance targets), including the identification of project and quantification of project benefits. In column two, indicate the cost that corresponds with that particular milestone. For example:

Performance Target	Completion Date	<u>Cost</u>
1) Provision of job skills training to 40 students	8/08	\$ 10,000
2) Graduation of 35 students from training	11/08	\$ 10,000
3) Intensive job searches initiated by 30 students	12/08	\$ 5,000
4) Employment taken by 20 students	3/08	\$ 10,000

Project Beneficiaries:

Provide the number of persons to be served within three years of project completion and provide a discussion of the methodology used to derive this number. **Provide attachments in support of these beneficiary claims**. As this number is used in scoring ARC proposals, DHCD reserves the right to make adjustments to claimed numbers or ask for supplemental information.

Relation to Other Local / Regional Activities:

Discuss how this project is related to other local / regional activities. Describe how the project meets priorities of local or regional economic development plans. Detail efforts to coordinate with other ongoing activities.

Project Location:

Indicate which locality (or localities) covered by project benefits and, where possible, the specific location to be impacted by the project as defined by place name, boundaries, building, or other features. Provide a description of either: (a) the geographic area for services and benefits where clients are in relatively close proximity, or (b) the client service area when residency may be scattered over a wide area. Indicate if the county in which the project is located is an ARC Distressed County. The Virginia county with this status is Dickenson. Include all relevant maps in Section #3.

Census Tract Information:

Provide map of project service area with census information overlaid or provide list of all census tracts in service area. Census information should be from the

2000 Census. If your project only serves part of a Transitional County, be very clear about which census tracts are included.

Maps:

For all projects, provide a map within at least a 10-mile radius, clearly showing roads or appropriate service area; and for projects providing site improvements, a site map showing proposed improvements, including affected or proposed buildings or facilities, water and sewer lines, water storage tanks, treatment plants, drainage improvements, access roads, location of assisted industry(ies) on site plan, etc.

ALL maps should be LEGIBLE and contain a scale which is clearly marked on the map.

Leveraged Private Investment:

Identify private sector commitments that follow as a result of the completion of this project. Estimates for the leveraged private investment and associated job impacts for a three-year period following the completion of this project should be included. Letters of commitments by private companies should be included. Leveraged private investment should not be confused with any direct private contribution to the ARC supported project funding (any funds that are actually a part of the project cost).

For example: Amount of private funds invested in relocation to the project area / region by Business X due to the installation of and access to telecommunications / fiber optics.

Readiness:

Explain how this project is ready to proceed. Why is now the appropriate time to undertake this effort? (Note: Projects should be approved by ARC by August of 2008.) The start date should be projected to be no earlier than August 1, 2008. What steps have been taken to get the applicant and its proposed beneficiaries ready for this project? What is the level of energy and degree of will among the organization and its partners to see this effort through?

Staffing Plan and Agency Credentials:

Provide the names and profiles of the individuals whom will be responsible for delivering the project's services. Provide the name and profile of the individual with the most project responsibility first, followed by information on the person with the next highest level of responsibility, and continue in this order until all relevant individuals have been identified. Identify the skills, knowledge, and attributes each individual possesses and the value these provide to the overall project effort. Provide information, where applicable, on how the different attributes of the different individuals may be complementary. Identify any roles which have not yet been filled.

Discuss the implementing organization's ability to carry out the project effectively. Provide the name, description, performance targets, and outcome of two of the most similar and recent projects implemented by this organization. Provide a statement of the other business conducted by this organization and the relationship of this

project to this other business. Provide a listing of the other high priority projects currently being undertaken (with projected outcomes and project cost) and show where THIS project will be prioritized. Identify any non-financial resources to be committed by this organization to achieve this project's outcomes.

Identify those individuals and organizations, including names and telephone numbers, which have committed to support this project. Provide information on the type and level of support provided and the value of this support to the overall project. Identify any individuals expressing an interest in participating as a project beneficiary, providing, also, their names and telephone numbers. Include any letters from these individuals and entities.

Sustainability:

Discuss the plans for continuation of the project following initial ARC funding. If the project is part of a phased effort, indicate future sources of funding, including the current levels of commitment, and strategies for achieving completion of all phases. For all projects, describe the process to be used to ensure long-term sustainability, especially financial sustainability.

Letters of Benefit and Support Commitment:

Include letters and other documentation which provide confirmation that the project will benefit the number of individuals it is targeting. Applicants are strongly encouraged to solicit letters from proposed beneficiaries. Letters from potential project partners should be included as evidence of additional project support.

Section 4 – Budget Information

Cost Summary:

Enter the amount of resources to be included in this project, preferably in simple table form. Up to \$100,000 per project is available for non-construction projects. Specify the amounts for each of the following categories and the percentage of the total project cost each represents: ARC, Local/Applicant, Other Federal, State, Private, and Non-Profit/Other. In this table, add the amounts in these categories to develop a Total figure and add the percentages to arrive at 100%. THESE AMOUNTS, SOURCES. AND PERCENTAGES SHOULD BE IDENTICAL TO THOSE LISTED IN OTHER SECTIONS OF THE RFP RESPONSE. A sample table is as follows:

Source	<u>Amount</u>	<u>Percentage</u>
ARC	\$ 40,000	40%
Local/Applicant	\$ 15,000	15%
Other Federal	\$ 35,000	35%
Private	\$ 10,000	<u>10%</u>
TOTAL	\$ 100,000	100%

Status of Other Funds:

Indicate the current status of all non-ARC funds to be used on the project. List the general categories from **Cost Summary** (above) and the specific funding sources under these categories. SPECIFY THE AMOUNT ANTICIPATED FROM EACH SPECIFIC SOURCE. Provide information, where applicable, on the project's position within the funding cycles of each source, the anticipated timing for release of each source of funding, the level of funding commitment received to date (firm; not contingent on future approval), and adequate, specific supporting documentation (recent letters, contracts, or resolutions). **Letters of commitment** and other documentation of other funding should be included in this section.

Project Budget:

Using the Non-Construction budget form from Appendix D as a guide, construct a project budget. The budget should show the costs, relative to each funding source, of each activity and activity

component (i.e., salaries, fringes, and so on). Budgets for equipment projects must include a list of the equipment and cost by item. Include budget as page in proposal.

Derivation of Costs / Budget Narrative:

Detail the methodology used to determine each amount listed in the project budget. List each activity and activity component, their related cost estimates, and those unit costs or otherwise which provide the basis for these estimates. Identify the information sources and/or methodologies used to generate these cost estimates and give the dates that the estimates were developed. Documentation from these information sources in support of the cost estimates should be included.

Costs will be reviewed for reasonableness. If there are conditions exerting upward pressure on your costs, please explain.

An example of this derivation:

Activity	Total <u>Costs</u>	ARC <u>Amount</u>	<u>Source</u>	<u>Date</u>
Solicitation of Participants	\$ 50,000	\$ 25,000	Comm Coll Staff	8/6/08
Provision of Training Evaluation of Performance	\$ 20,000 \$ 5,000	\$ 10,000 \$ 2,500	TRC Consultants Comm Coll Staff	9/6/08 9/6/08
Technical Assistance	\$10,000	\$ 5,000	SBDC	9/6/08

Proposed Basic Federal Administering Agency and Approval Status:

For non-construction projects this shall be ARC. Applicants must provide a copy of their proposal to the local Planning District Commission, and proof that it was provided must be included.

Letters of Non-ARC Funding Commitment:

Letters, or other documentation showing a clear level of commitment of non-ARC resources from the entities responsible for providing such funding. If such commitment is contingent on board approval, then a copy of the resolution from the board should be included. If funding has not yet been awarded, list status of application/negotiations and projected date of award receipt.

Cost Documentation:

Include excerpts and analyses from appropriate sources for cost information. Where possible, include cost documentation which originates from reputable, objective, and independent sources.

Submittal to Planning District Commission:

A copy (or working draft) of a proposal should be submitted to the PDC PRIOR TO submittal to DHCD so that the PDC may provide the applicant with input if appropriate. This should be submitted to the PDC no later than September 14, 2007. Include documentation that the proposal was submitted to the local

Planning District Commission, such as a copy of the cover letter. Although PDC approval of these proposals is not required, include any correspondence received from the Planning District Commission following their review. Applicants should also coordinate the development of project with the PDC early in the process.

Lenowisco PDC

Mr. Ronald C. Flanary 6913 Duff-Patt Road P.O. Box 366 Duffield, Virginia 24244 Phone: (276) 431-2206

Cumberland Plateau PDC

Mr. Jim Baldwin P.O. Box 548 Lebanon, Virginia 24266 Phone: (276) 889-1778

Mount Rogers PDC

Mr. David Barrett 1021 Terrace Drive Marion, Virginia 24354 Phone: (276) 783-5103

New River Valley PDC

Mr. David Rundgren 6580 Valley Center Drive P. O. Box 21 Radford, Virginia 24141 Phone: (540) 639-9313

Roanoke Valley-Alleghany PDC

Mr. Wayne Strickland P. O. Box 2569 Roanoke, Virginia 24010 Phone: (540) 343-4417

Central Shenandoah PDC

Mr. A. Ray Griffith, Jr. 112 MacTanly Place Staunton, Virginia 24401 Phone: (540) 885-5174

APPENDIX A — COVER SHEET

Project Name:		
Applicant Contact Information :		
Locality/Organization Name	»:	
Address		
Contact Person:		
Title:		
Phone/Fax Numbers of Con	tact:	
E-mail Address:		
Person Who Prepared this Appl	ication:	
Name:		
Address:		
Phone/FAX Numbers:		
E-mail Address:		
Project Location: (specify County	y(ies)/City(ies))	
Census Tracts Served by this Pr	oject:	
Project Funding Summary: <u>Source</u>	Amount	<u>Percentage</u>
Tota		
DUNS Number:		
Area Development Program		21

APPENDIX B - SAMPLE OUTPUTS/OUTCOMES

Goal 1 – Economy

Measures:

ENTREPRENEURSHIP/BUSINESS INCUBATOR

Output Measur	rement – number of
	participants
	businesses served / assisted (existing and new)
Outcome Meas	surement – number of
	new businesses created or graduated
	jobs created
	jobs retained
	Leveraged Private Investment
	participants with improved skills or completed program(such as course with certified skills)
EXPORT	
Output Measur	rement – number of
	participants
Outcome Meas	surement – increase in
	export dollars
HIGH VALUE, HIGH	H WAGE EMPLOYMENT OPPORTUNITIES
Output Measur	rement – number of
	new/revised strategic plans
Outcome Meas	surement – number of
	jobs created jobs retained

TELECOMMUNICATIONS

	Output Measur	rement – number of
		participants businesses hooking on
	Outcome Meas	surement – number of
		new telecommunications sites serving 50 clients per week offering telehealth, distance learning, governmental or business applications number of trainees with improved skills miles of infrastructure or new technology deployed
TOUR	ISM DEVELO	PMENT
	Output Measur	rement – number of
		businesses assisted
	Outcome Meas	surement – number of
		jobs created Leveraged Private Investment "new" tourists revenue generated
Goal 1 -	Health ai	nd Educations
Measures:		
WORK	XERS receiving	basic education, skills training, skills upgrading or customized training.
	Output Measur	rement – number of workers
		participating in skills training activity
	Outcome Meas	surement – number of workers
		obtained employment retained employment

STUDENTS participate <i>GED</i> programs.	ting in school readiness, dropout prevention, school-to-work tr	ansition and
Output Measur	rement – number of students	
	participating in educational activity	
Outcome Meas	surement – number of students	
	obtained a GED (within 1 year) graduated from high school (at-risk dropouts) completed a school readiness activity and tested on grade lev kindergarten entered college after high school (within 1 year) entered workforce after participating in school-to-work prog. 1 year) (school/college students)	
TELECOMMUNICA	ATIONS	
Output Measur	rement – number of	
	students workers	
Outcome Meas	surement – number of	
	new telecommunications sites serving workers/students per w	reek
HEALTH CARE PRO	OFESSIONALS RECRUITMENT	
Output Measur	rement – number of	
	health care professionals recruited annual patient office visits	
Outcome Meas	surement – number of	
	patients with improved health care	
INTEGRATED HEA	LTH CARE DELIVERY	
Output Measur	rement – number of	
	participants	
Outcome Meas	surement – number of	
	participants with improved health	
Development Program		25

Goal 3 - Infrastructure

Measures:

WASTE/SEWER/WASTE DISPOSAL SYSTEM

Output Measurement – number of					
	linear feet				
П	businesses served				
	increase in capacity or storage				
_	are ease are eaptierly or storage				
Outcome Mea	surement – number of				
	households served (new)				
	jobs created				
	jobs retained				
	Leveraged Private Investment				
INDUSTRIAL PARK	K/COMMUNITY REVITALIZATION				
Output Measu	rement – number of				
	Linear feet installed				
	businesses served				
	housing units				
Outcome Mea	surement – number of				
	jobs created				
	jobs retained				
	housing units				
	Leveraged Private Investment				
TELECOMMUNICA	ATIONS				
Output Measu	rement – number of				
	participants				
	businesses served				
	jobs created / retained				
Outcome Measurement – number of					
	new telecommunications sites offering telehealth, distance learning,				
	governmental or business applications				
	Leveraged Private Investment				

Goal 4 – ADHS System

Measures:

ADHS CORRIDOR DEVELOPMENT

Output Measurement – number of					
	new revised strategic plans				
Outcome Measurement – number of					
	jobs created				
	jobs retained				

APPENDIX C — PROJECT SUMMARY FORMAT

(2 page maximum)

Project Title:

Project Grantee: Provide name, address, and contact information, including email.

County(ies) to be Served: List each county and its designation

(e.g. transitional, distressed, etc.)

List the Distressed Area Census Tracts – Use the County Economic

Status and Distressed Area report in your packet

Basic Agency: Not required for non-construction projects

Goal/Strategy: Identify the primary ARC Goal and State Objective which the

project will address. Specify the State Strategies by number

Purpose: 1-2 sentence statement describing overall purpose of proposed

project

Funding: <u>Amount</u> <u>%'age</u> <u>Source</u>

ARC	\$200,000	36 %	ARC AD
Federal	200,000	36 %	RD Grant
State	100,000	18 %	CDBG
Local	50,000	9 %	RD Loan
Local	10,000	1 %	Grantee

Total $\frac{10,000}{$560,000}$ $\frac{1}{100}$ %

Description: Description of major activities to be conducted under grant

proposal. The description should address who, what, where,

when and how for each major activity.

Rationale:

- Critical circumstances that compel project to be funded
- Local, regional and/or state need for project
- Problems and/or issues that project will alleviate
- Why this project is a good investment of ARC funds and why the ARC funds are necessary

Benefit:

- Results and accomplishments to be derived from project
- Other non-quantifiable benefits (e.g. new partnerships, improved standard of living, etc.)

Output/Outcome:

- Identify output and outcome measurements (as defined by ARC, see Appendix B)
- Identify Outcomes of this proposal (as defined by ARC, see Appendix B)

Leveraged Private Investment:

• Identify anticipated private sector commitments (with associated dollar amounts) and associated job impacts that follow as a result of this project for a three-year period following completion of the project. *Does not apply to Planning Projects*.

APPENDIX D - CONSTRUCTION AND NON-CONSTRUCTION BUDGET FORMS

BUDGET INFORMATION - Construction Programs

NOTE: Certain Federal assistance programs require additional computations to arrive at the Federal share of project costs eligible for participation. If such is the case, you will be notified.

COST CLASSIFICATION	a. Total Cost	b. Costs Not Allowable for Participation	c. Total Allowable Costs (Columns a-b)	
Administrative and legal expenses	\$.00	\$.00	\$.00	
2. Land, structures, rights-of-way, appraisals, etc.	\$.00	\$.00	\$.00	
Relocation expenses and payments	\$.00	\$.00	\$.00	
4. Architectural and engineering fees	\$.00	\$.00	\$.00	
5. Other architectural and engineering fees	\$.00	\$.00	\$.00	
6. Project inspection fees	\$.00	\$.00	\$.00	
7. Site work	\$.00	\$.00	\$.00	
8. Demolition and removal	\$.00	\$.00	\$.00	
9. Construction	\$.00	\$.00	\$.00	
10. Equipment	\$.00	\$.00	\$.00	
11. Miscellaneous	\$.00	\$.00	\$.00	
12. SUBTOTAL (sum of lines 1-11)	\$.00	\$.00	\$.00	
13. Contingencies	\$.00	\$.00	\$.00	
14. SUBTOTAL	\$.00	\$.00	\$.00	
15. Project (program) income	\$.00	\$.00	\$.00	
16. TOTAL PROJECT COSTS (subtract #15 from #14)	\$.00	\$.00	\$.00	
	FEDERAL FUNDING	•		
 Federal assistance requested, calculate as follows: (Consult Federal agency for Federal percentage share.) Enter the resulting Federal share. 	\$.00			

INSTRUCTIONS FOR THE SF-424C

Public reporting burden for this collection of information is estimated to average 180 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0041), Washington, DC 20503.

PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET. SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.

This sheet is to be used for the following types of applications: (1) "New" (means a new [previously unfunded] assistance award); (2) "Continuation" (means funding in a succeeding budget period which stemmed from a prior agreement to fund); and (3) "Revised" (means any changes in the Federal Government's financial obligations or contingent liability from an existing obligation). If there is no change in the award amount, there is no need to complete this form. Certain Federal agencies may require only an explanatory letter to effect minor (no cost) changes. If you have guestions, please contact the Federal agency.

Column a. - If this is an application for a "New" project, enter the total estimated cost of each of the items listed on lines 1 through 16 (as applicable) under "COST CLASSIFICATION."

If this application entails a change to an existing award, enter the eligible amounts *approved under the previous award* for the items under "COST CLASSIFICATION."

Column b. - If this is an application for a "New" project, enter that portion of the cost of each item in Column a. which is *not* allowable for Federal assistance. Contact the Federal agency for assistance in determining the allowability of specific costs.

If this application entails a change to an existing award, enter the adjustment [+ or (-)] to the previously approved costs (from column a.) reflected in this application.

Column. - This is the net of lines 1 through 16 in columns "a." and "b."

- Line 1 Enter estimated amounts needed to cover administrative expenses. Do not include costs which are related to the normal functions of government. Allowable legal costs are generally only those associated with the purchases of land which is allowable for Federal participation and certain services in support of construction of the project.
- Line 2 Enter estimated site and right(s)-of-way acquisition costs (this includes purchase, lease, and/or easements).
- Line 3 Enter estimated costs related to relocation advisory assistance, replacement housing, relocation payments to displaced persons and businesses, etc.

- Line 4 Enter estimated basic engineering fees related to construction (this includes start-up services and preparation of project performance work plan).
- Line 5 Enter estimated engineering costs, such as surveys, tests, soil borings, etc.
- Line 6 Enter estimated engineering inspection costs.
- Line 7 Enter estimated costs of site preparation and restoration which are not included in the basic construction contract.
- Line 9 Enter estimated cost of the construction contract.
- Line 10 Enter estimated cost of office, shop, laboratory, safety equipment, etc. to be used at the facility, if such costs are not included in the construction contract.
- Line 11 Enter estimated miscellaneous costs.
- Line 12 Total of items 1 through 11.
- Line 13 Enter estimated contingency costs. (Consult the Federal agency for the percentage of the estimated construction cost to use.)
- Line 14 Enter the total of lines 12 and 13.
- Line 15 Enter estimated program income to be earned during the grant period, e.g., salvaged materials, etc.
- Line 16 Subtract line 15 from line 14.
- Line 17 This block is for the computation of the Federal share. Multiply the total allowable project costs from line 16, column "c." by the Federal percentage share (this may be up to 100 percent; consult Federal agency for Federal percentage share) and enter the product on line 17.

BUDGET INFORMATION - Non-Construction Programs

		ECTION A - BUDGET SU			
Grant Program Catalog of Federal Domestic Assistance	Fetimated Unabligated Funds		New or Revised Budget		get
or Activity Number	Federal	Non-Federal	Federal	Non-Federal	Total
(a) (b)	(c)	(d)	(e)	(f)	(g)
1.	\$	\$	\$	\$	\$
2.					
3.					
4.					
5. Totals	\$	\$	\$	\$	\$
_	SEC	CTION B - BUDGET CAT	EGORIES		
6. Object Class Categories		GRANT PROGRAM,	FUNCTION OR ACTIVITY	Y Total	
	(1)	(2)	(3)	(4)	(5)
a. Personnel	\$	\$	\$	\$	\$
b. Fringe Benefits					
c. Travel					
d. Equipment					
e. Supplies					
f. Contractual					
g. Construction					
h. Other					
i. Total Direct Charges (sum of 6a-6h)					
j. Indirect Charges					
k. TOTALS (sum of 6i and 6j)	\$	\$	\$	\$	\$
7. Program Income	\$	\$	\$	\$	\$

	SECTION	C - NON-FE	DERAL RE	SOURCES		
(a) Grant Program		(b) App	olicant	(c) State	(d) Other Sources	(e) TOTALS
8.		\$		\$	\$	\$
9.						
10.						
11.						
12. TOTAL (sum of lines 8-11)		\$		\$	\$	\$
	SECTION	D - FOREC	ASTED CAS	SH NEEDS		
	Total for 1st Year	1st Qı	uarter	2nd Quarter	3rd Quarter	4th Quarter
13. Federal	\$	\$		\$	\$	\$
14. Non-Federal						
15. TOTAL (sum of lines 13 and 14)	\$	\$		\$	\$	\$
SECTION E - BUE	GET ESTIMATES OF	FEDERAL F	UNDS NEE	DED FOR BALANCE	OF THE PROJECT	
(a) Grant Program		FUTURE FUNDING PERIODS (Years)				
		(b) F	irst	(c) Second	(d) Third	(e) Fourth
16.		\$		\$	\$	\$
17.						
18.						
19.						
20. TOTAL (sum of lines 16-19)		\$		\$	\$	\$
	SECTION F	- OTHER BI	UDGET INF	FORMATION		
21. Direct Charges:			22. Indirect	Charges:		
23. Remarks:						

INSTRUCTIONS FOR THE SF-424A

Public reporting burden for this collection of information is estimated to average 180 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0044), Washington, DC 20503.

PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET. SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.

General Instructions

This form is designed so that application can be made for funds from one or more grant programs. In preparing the budget, adhere to any existing Federal grantor agency guidelines which prescribe how and whether budgeted amounts should be separately shown for different functions or activities within the program. For some programs, grantor agencies may require budgets to be separately shown by function or activity. For other programs, grantor agencies may require a breakdown by function or activity. Sections A, B, C, and D should include budget estimates for the whole project except when applying for assistance which requires Federal authorization in annual or other funding period increments. In the latter case, Sections A, B, C, and D should provide the budget for the first budget period (usually a year) and Section E should present the need for Federal assistance in the subsequent budget periods. All applications should contain a breakdown by the object class categories shown in Lines a-k of Section B.

Section A. Budget Summary Lines 1-4 Columns (a) and (b)

For applications pertaining to a *single* Federal grant program (Federal Domestic Assistance Catalog number) and *not requiring* a functional or activity breakdown, enter on Line 1 under Column (a) the Catalog program title and the Catalog number in Column (b).

For applications pertaining to a *single* program *requiring* budget amounts by multiple functions or activities, enter the name of each activity or function on each line in Column (a), and enter the Catalog number in Column (b). For applications pertaining to multiple programs where none of the programs require a breakdown by function or activity, enter the Catalog program title on each line in *Column* (a) and the respective Catalog number on each line in Column (b).

For applications pertaining to *multiple* programs where one or more programs *require* a breakdown by function or activity, prepare a separate sheet for each program requiring the breakdown. Additional sheets should be used when one form does not provide adequate space for all breakdown of data required. However, when more than one sheet is used, the first page should provide the summary totals by programs.

Lines 1-4, Columns (c) through (g)

For new applications, leave Column (c) and (d) blank. For each line entry in Columns (a) and (b), enter in Columns (e), (f), and (g) the appropriate amounts of funds needed to support the project for the first funding period (usually a year).

For continuing grant program applications, submit these forms before the end of each funding period as required by the grantor agency. Enter in Columns (c) and (d) the estimated amounts of funds which will remain unobligated at the end of the grant funding period only if the Federal grantor agency instructions provide for this. Otherwise, leave these columns blank. Enter in columns (e) and (f) the amounts of funds needed for the upcoming period. The amount(s) in Column (g) should be the sum of amounts in Columns (e) and (f).

For supplemental grants and changes to existing grants, do not use Columns (c) and (d). Enter in Column (e) the amount of the increase or decrease of Federal funds and enter in Column (f) the amount of the increase or decrease of non-Federal funds. In Column (g) enter the new total budgeted amount (Federal and non-Federal) which includes the total previous authorized budgeted amounts plus or minus, as appropriate, the amounts shown in Columns (e) and (f). The amount(s) in Column (g) should not equal the sum of amounts in Columns (e) and (f).

Line 5 - Show the totals for all columns used.

Section B Budget Categories

In the column headings (1) through (4), enter the titles of the same programs, functions, and activities shown on Lines 1-4, Column (a), Section A. When additional sheets are prepared for Section A, provide similar column headings on each sheet. For each program, function or activity, fill in the total requirements for funds (both Federal and non-Federal) by object class categories.

Line 6a-i - Show the totals of Lines 6a to 6h in each column.

Line 6j - Show the amount of indirect cost.

Line 6k - Enter the total of amounts on Lines 6i and 6j. For all applications for new grants and continuation grants the total amount in column (5), Line 6k, should be the same as the total amount shown in Section A, Column (g), Line 5. For supplemental grants and changes to grants, the total amount of the increase or decrease as shown in Columns (1)-(4), Line 6k should be the same as the sum of the amounts in Section A, Columns (e) and (f) on Line 5.

Line 7 - Enter the estimated amount of income, if any, expected to be generated from this project. Do not add or subtract this amount from the total project amount, Show under the program

INSTRUCTIONS FOR THE SF-424A (continued)

narrative statement the nature and source of income. The estimated amount of program income may be considered by the Federal grantor agency in determining the total amount of the grant.

Section C. Non-Federal Resources

Lines 8-11 Enter amounts of non-Federal resources that will be used on the grant. If in-kind contributions are included, provide a brief explanation on a separate sheet.

Column (a) - Enter the program titles identical to Column (a), Section A. A breakdown by function or activity is not necessary.

Column (b) - Enter the contribution to be made by the applicant.

Column (c) - Enter the amount of the State's cash and in-kind contribution if the applicant is not a State or State agency. Applicants which are a State or State agencies should leave this column blank.

Column (d) - Enter the amount of cash and in-kind contributions to be made from all other sources.

Column (e) - Enter totals of Columns (b), (c), and (d).

Line 12 - Enter the total for each of Columns (b)-(e). The amount in Column (e) should be equal to the amount on Line 5, Column (f), Section A.

Section D. Forecasted Cash Needs

Line 13 - Enter the amount of cash needed by quarter from the grantor agency during the first year.

Line 14 - Enter the amount of cash from all other sources needed by quarter during the first year.

Line 15 - Enter the totals of amounts on Lines 13 and 14.

Section E. Budget Estimates of Federal Funds Needed for Balance of the Project

Lines 16-19 - Enter in Column (a) the same grant program titles shown in Column (a), Section A. A breakdown by function or activity is not necessary. For new applications and continuation grant applications, enter in the proper columns amounts of Federal funds which will be needed to complete the program or project over the succeeding funding periods (usually in years). This section need not be completed for revisions (amendments, changes, or supplements) to funds for the current year of existing grants.

If more than four lines are needed to list the program titles, submit additional schedules as necessary.

Line 20 - Enter the total for each of the Columns (b)-(e). When additional schedules are prepared for this Section, annotate accordingly and show the overall totals on this line.

Section F. Other Budget Information

Line 21 - Use this space to explain amounts for individual direct object class cost categories that may appear to be out of the ordinary or to explain the details as required by the Federal grantor agency.

Line 22 - Enter the type of indirect rate (provisional, predetermined, final or fixed) that will be in effect during the funding period, the estimated amount of the base to which the rate is applied, and the total indirect expense.

Line 23 - Provide any other explanations or comments deemed necessary.